

Message Text

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PAGE 01 PORT M 00285 110113Z

ACTION EB-08

INFO OCT-01 EA-09 ISO-00 FAA-00 DOTE-00 TRSE-00 CIAE-00

INR-07 NSAE-00 /025 W

-----110127Z 116121 /73

P 100600Z MAR 77

FM AMEMBASSY PORT MORESBY

TO SECSTATE WASHDC PRIORITY 2133

USDOC WASHDC PRIORITY

UNCLAS PORT MORESBY 0285

STATE FOR JAMES GORDON EB/OA/DB

USDOC FOR RANDY MYERS BDC

E.O. 11652: NA

TAGS: ETRD BEXP

SUBJ: ECONOMIC ALERT-POSSIBLE SALE OPPORTUNITY FOR USED

BOEING 707-338C

1. AIR NIUGINI IS INTERESTED IN PURCHASE OF USED BOEING
707-338C. THIS WILL BE ITS SECOND 707.

2. BACKGROUND: AIR NIUGINI PURCHASED ORIGINAL 707 FROM
QANTAS LAST YEAR AND HAD EXPECTED TO PURCHASE SECOND
PLANE FROM THEM IN NEXT FEW MONTHS. EMBASSY MADE CONTACT
WITH GENRAL MANAGER OF AIR NIUGINI WHO EXPRESSED WILLINGNESS
TO RECEIVE OFFERS FROM US, BUT STATED HE BELIEVED QANTAS
WOULD OFFER BEST DEAL. HIS MAIN LINE OF REASONING WAS THAT
PNG AIRLINE REGULATIONS ARE SAME AS AUSTRALIA'S. HE FELT
AIRPLANES OPERATED BY AMERICAN CARRIERS WOULD NEED UPGRADING
HOWEVER IN PAST WEEK QANTAS INFORMED AIR NIUGINI THEY MAY
NOT HAVE 707 TO SELL. DETAILS AS TO PROBLEM ARE UNKNOWN
AT THIS TIME. QANTAS SOLD FIRST B707-338C FOR APPROX
US \$SIX MILLION WHICH INCLUDED REFURBISHINGS, A SPARE
ENGINE AND CONSIDERABLE QUANTITY OF SPARE PARTS.

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3. PARTICULARS: AIR NIUGINI IS LOOKING FOR A DEAL SIMILAR
TO ITS LAST ONE. THEY WOULD LIKE DELIVERY OF PLANE BY
MID-YEAR. EMBASSY IS SENDING AIRCRAFT SPECIFICATIONS
BY POUCH. INTERESTED PARTIES SHOULD CONTACT:

MR BRIAN GREY

GENERAL MANAGER
AIR NIUGINI
ANG HOUSE, HUNTER STREET
PORT MORESBY, PAPUA NEW GUINEA
TELEPHONE: 242 131
TELEGRAM: "AIRNIUGINI", P.O. BOX 84, PORT MORESBY
TELEX: NE 22177, NE 22158

4. SUGGESTIONS ON SALES APPROACH: SELLERS SHOULD BE PREPARED TO SEND SALES REPRESENTATIVE TO PNG AS SOON AS POSSIBLE. SALES PITCH SHOULD BE LOW-KEYED BUT COMPLETE. AIR NIUGINI DOES NOT HAVE A BIG STAFF AND WILL WANT THE PLANE DELIVERED READY TO GO WITH NO DETAILS LEFT OUT-STANDING. SELLER MAY FIND SOME INITIAL RELUCTANCE BUT PERSISTENCE COULD BE REWARDED.

5. ACTION REQUESTED: STATE AND DOC SHOULD CONTACT POTENTIAL SELLERS ASAP. EMBASSY WILL FORWARD SPECIFICATIONS BUT SELLERS SHOULD NOT WAIT TO MAKE INITIAL CONTACT WITH AIR NIUGINI. ADVISE FIRMS THAT EMBASSY COMMERCIAL OFFICER GARY MAYBARDUK WILL BE HAPPY TO PROVIDE ALL ASSISTANCE POSSIBLE. USDOC SHOULD ALSO CONSIDER PUBLISHING INFO IN NEXT ISSUE OF COMMERCE AMERICA. EMBASSY WOULD APPRECIATE 10 EXTRA COPIES IF INFO PUBLISHED.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Sent Date: 10-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977PORTM00285
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770083-0673
Format: TEL
From: PORT MORESBY
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t19770373/aaaacmhx.tel
Line Count: 87
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Message ID: f7f93dba-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Retention: 0
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Review Date: 08-Dec-2004 12:00:00 am
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SAS ID: 3149978
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TAGS: ETRD, BEXP, EAIR, PP, AIR NIUGINI
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Review Markings:
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